DISCOVERING THE NEW BMC AT BMC CONNECT

It's been an exciting first two days at BMC Connect, with almost a thousand customers, partners, and peers gathered in Las Vegas to discover the new BMC. Tuesday morning, in a packed house at the Fontainebleau Las Vegas, BMC CEO Ayman Sayed and several members of the BMC leadership team took to the stage to deliver rousing keynotes about the path forward.

Sayed recounted that BMC—and the larger technology industry—are coming into a wave of growth as the market shifts toward a more positive outlook. With that turn toward the positive, tools like data analytics, artificial intelligence (AI), generative AI (GenAI), and automation are empowering businesses to capitalize on emerging opportunities, and BMC is in a prime position for it.

He says our breadth of AI-, GenAI- and machine learning (ML)-infused solutions have been born out of investments, innovation, customer focus, collaboration, and a modern culture. By connecting our past to our future, BMC is prepared to meet our customers where they are at this moment in time and help them accelerate their success.

Sayed brought out some of BMC's largest customers to share where they are today, and what's on their minds. A recurring theme of the discussion was the importance of the employee experience, with a focus on adapting to a changing workforce and delivering better employee experiences to unlock better customer experiences. As one customer puts it, "GenAI is new shiny thing. But keep your focus on the experience and make it meaningful."

> " #GenAI is freeing up time to focus on what really matters. It can solve problems at lightning speed. The key is understanding how to operationalize and use that power for your organizations."— Ankita Sharda, Cloud Customer Experience Lead of @googlecloud pic.twitter.com/y27CiAHwFd

Next, BMC Chief Product Officer Ali Siddiqui recapped our commitment to GenAI, reiterating that BMC was an intentional, early adopter of the technology and has now integrated it across the BMC AMI, Control-M, and BMC Helix portfolios in ways that deliver the most value—and amazing experiences—to our customers, line-of-business stakeholders, and our customers' customers and employees.

Our GenAI- and agentic AI-driven solutions are also helping customers increase productivity, automate business services and data management workflows, and improve service level agreements (SLAs). You can read more about the individual solution enhancements announced today in Siddiqui's blog here.

Jeff Hardy, VP and GM for the Americas at BMC, closed out Tuesday morning's keynote with a roundtable with the leaders of the BMC Helix, Control-M, and BMC AMI portfolios. Margaret Lee, SVP and GM of Digital Service and Operations Management at BMC, spoke about the ascent of AI, sharing that 81 percent of respondents in our recent survey developed with Forbes are using it to simplify their business.

Gur Steif, the President of Digital Business Automation at BMC, referenced Control-M's stability as legacy solution, pointing out that legacy means it's still in place because it's working. He says Control-M customers are using it to bring together structured and unstructured data to find new insights, as demonstrated by customers like Domino's, Navistar, and CARFAX. "Seeing our customers innovate is my favorite part of the job," he added.

John McKenny, SVP and General Manager of Intelligent Z Optimization and Transformation at BMC, spoke about the power of AI to unlock more data use cases in the mainframe space, and the importance of modernizing the mainframe for early-career developers and enhancing productivity for experienced employees.

In his breakout session, "Strategy and Roadmap for the BMC AMI Portfolio," he referred to the mainframe as the fourth cloud, speaking to its enduring strength as a mission-critical platform. This

reinforces the findings of our recently released 19th annual BMC Mainframe Survey, available here. During his sneak peek at the BMC AMI roadmap, he discussed what's new and next, as well as the

innovations [announced Tuesday](#), which are designed to support current developers and the generation coming behind them.

> *[#BMCConnect2024](#) Attendees: Don't forget to visit the BMC Collective Lounge and Customer Success Lounge for exclusive points and swag. [pic.twitter.com/qXfflbXPMz](#)*
>
> *— BMC Software (@BMCSoftware) [October 15, 2024](#)*

The Expo Hall, open throughout BMC Connect, is a popular destination with attendees, giving them a chance to get out from behind their screens, meet peers and experts—and pick up some cool new swag! They were also excited to get hands on in the real-life demos of our solutions, and join the AMA with our leadership team.

> *"There are many examples of how we've innovated in IT and then put that into our products."*
> *- Scott Crowder, SVP and CIO [pic.twitter.com/49lqsa0OUw](#)*
>
> *— BMC Software (@BMCSoftware) [October 15, 2024](#)*

[BMC Connect](#) continues Wednesday with another full day of conversations, keynotes, educational opportunities, and more. Stay tuned to our social channels for the latest news: [LinkedIn](#), [X/Twitter](#), [Instagram](#), [Facebook](#), [Threads](#).